

Message Text

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64

ACTION COME-00

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R 011534Z FEB 74

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 8392

INFO AMEMBASSY VIENNA

AMEMBASSY WARSAW

AMCONSUL ZAGREB UNN

UNCLAS BELGRADE 0498

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJECT: BIOMEDICAL TRADE MISSION

REF: STATE 17697

1. MISSION DATES FOR YUGOSLAVIA ACCEPTABLE.

2. PRODUCT CATEGORIES PROPOSED REFTEL ARE EXCELLENT. OUR RESEARCH INDICATES STRONG INTEREST IN CARDIOLOGY, INTENSIVE CARE AND OPERATING ROOM EQUIPMENT, BLOOD ANALYZERS/MONITORS AND DATA PROCESSING OF MEDICAL INFORMATION. ALTHOUGH POTENTIAL GOOD IN OTHER AREAS TOO, WE BELIEVE PROPOSED COMPOSITION IS WORKABLE ONE FOR PURPOSES SCHEDULING INDIVIDUAL MEETINGS WITH KEY DOCTORS, HOPITAL ADMINISTRATORS, AGENTS, ETC.

3. YUGOSLAVIA HAS TAKEN KEEN INTEREST IN DEVELOPMENT OF ADVANCED BIO-MEDICAL TECHNOLOGY AS EVIDENCED BY INTENSIVE RESEARCH, SPONSORSHIP OF INTERNATIONAL CONFERENCES AND KEEN INTEREST IN BIO-MEDICAL TECHNOLOGY TRANSFER. HIGH DEGREE OF INTEREST AND POTENTIAL EXISTS FOR INTEGRATING NEW TECHNOLOGIES INTO YUGOSLAV MEDICAL SYSTEM, INCLUDING THOSE REPRESENTED BY TRADE MISSION. WHERE POSSIBLE, MISSION MEMBERS SHOULD BE PREPARED TO OFFER TECHNOLOGICAL PROFILE ON NEW PRODUCTS, AND TRAINING, AS PRELUDE TO SALE OF EQUIPMENT.

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PAGE 02 BELGRA 00498 011549Z

JOHNSON

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